

Quilter

UBS Reverse SA Investor Roadshow
June 2024

2024



Steven Levin
Chief Executive Officer

Quilter

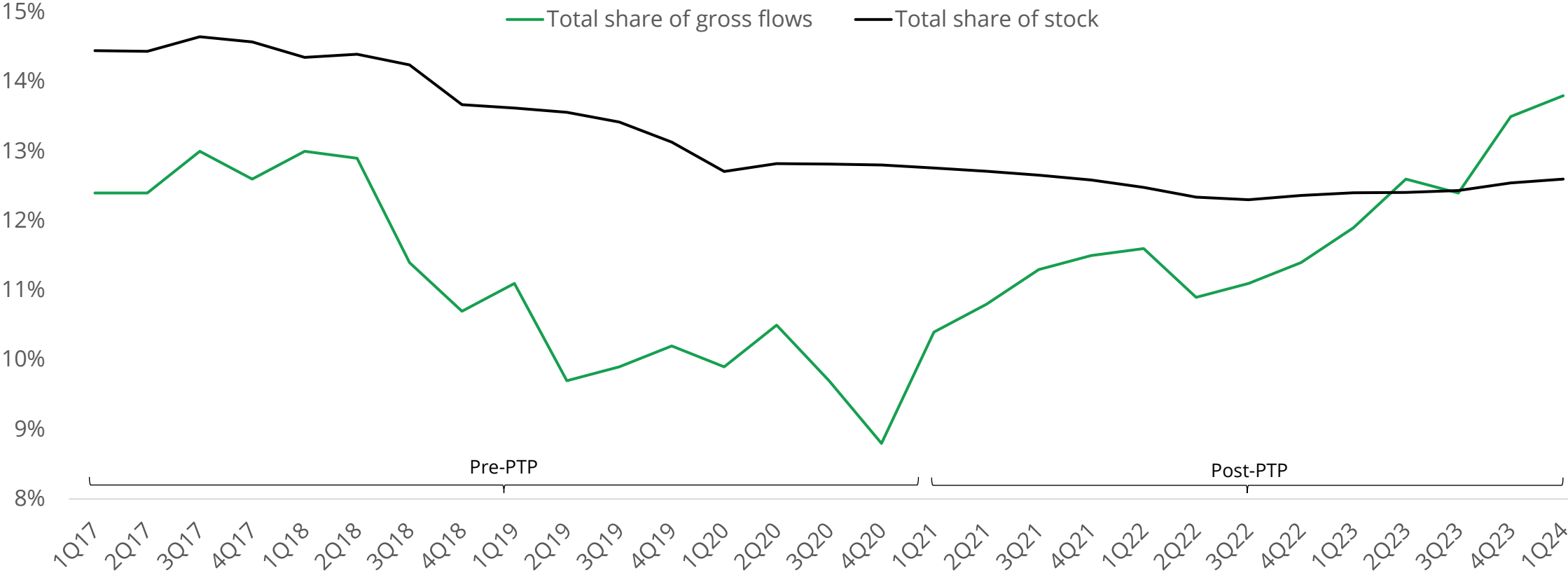
1Q24 AuMA and flows: good Quilter channel performance

	AuMA	Gross flows	Net flows	Net / opening ¹	
High Net Worth	Quilter Channel	£3.1bn	£0.2bn	£0.1bn	14%
	IFA / Direct Channel	£25.0bn	£0.6bn	£(0.05)bn	(1%)
Affluent	Quilter Channel	£17.3bn	£1.0bn	£0.5bn	12%
	IFA Channel	£62.0bn	£1.8bn	£0.4bn	3%
	Funds on other platforms	£1.9bn	£0.1bn	£(0.1)bn	(25%)
Quilter plc core ²	Quilter plc core ²	£108.2bn	£3.6bn	£0.8bn	3%
	Non-Core	£3.4bn	£0.02bn	£(0.1)bn	(12%)
	Quilter plc reported ²	£111.6bn	£3.6bn	£0.7bn	3%

1. Annualised.
 2. Includes Inter-segment dual assets.

How we have performed: Affluent gross flows

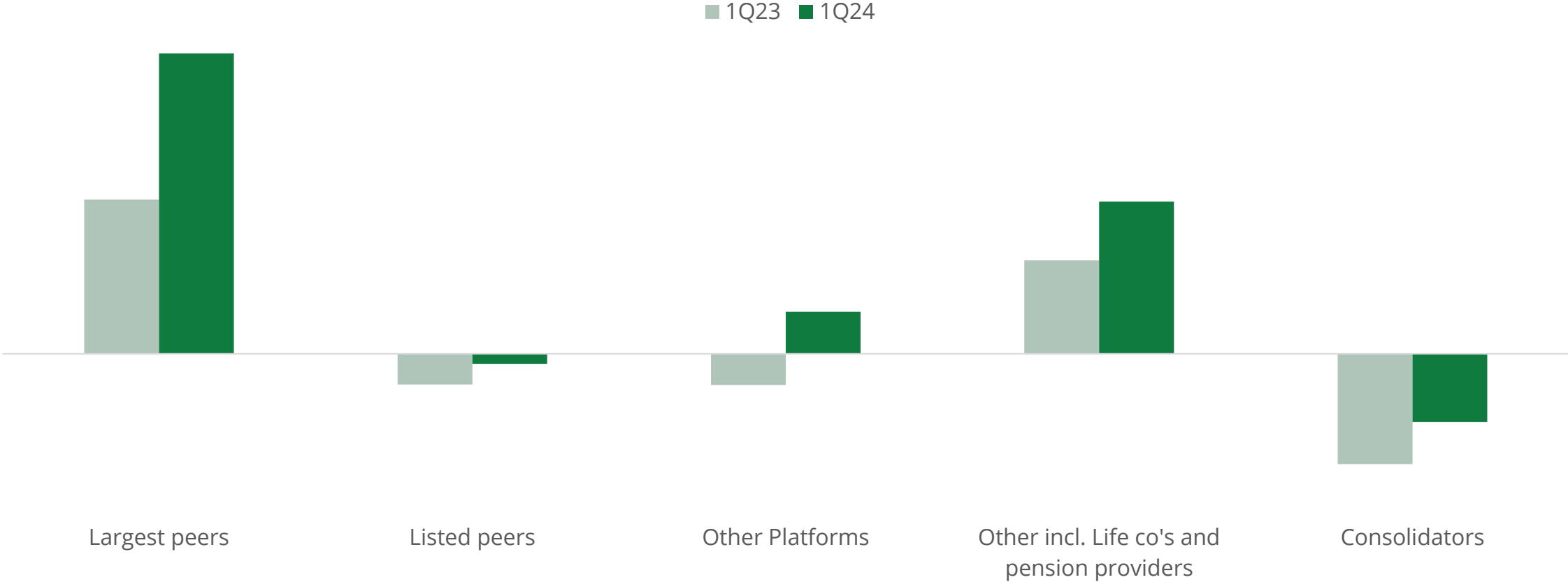
Quilter Platform market share¹: gross flows and assets



Note: 1Q24 total market denominator figures exclude Curtis Banks' AuMA and Gross sales respectively in order to maintain consistency with prior data periods.
 1. Source: Fundscape.

How our Platform gains market flow

Quilter Platform IFA channel net transfer trends by source of funds
1Q 2023 vs 1Q 2024 net flows, £m



As at 31 March 2024.
Note: Presentation provides a snapshot of flows. Excludes regular payments and flows from pension providers and other payments to/from clients.



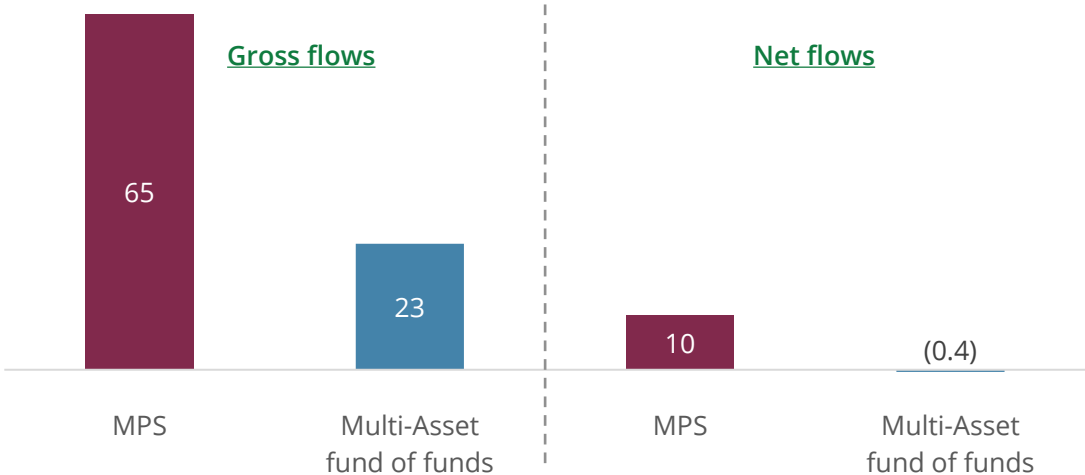
Marcus Brookes

Chief Investment Officer
& Managing Director, Quilter Investors

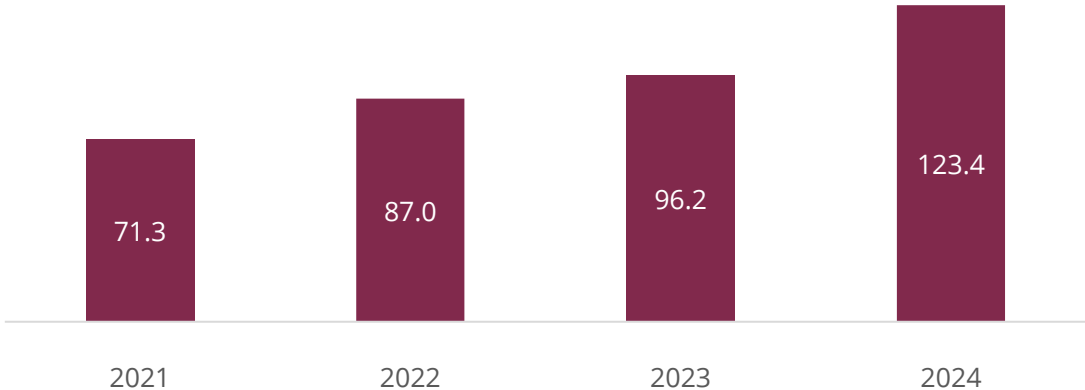
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Managed solutions market dynamics

2023 MPS and Fund of Fund industry gross and net flows¹
£bn



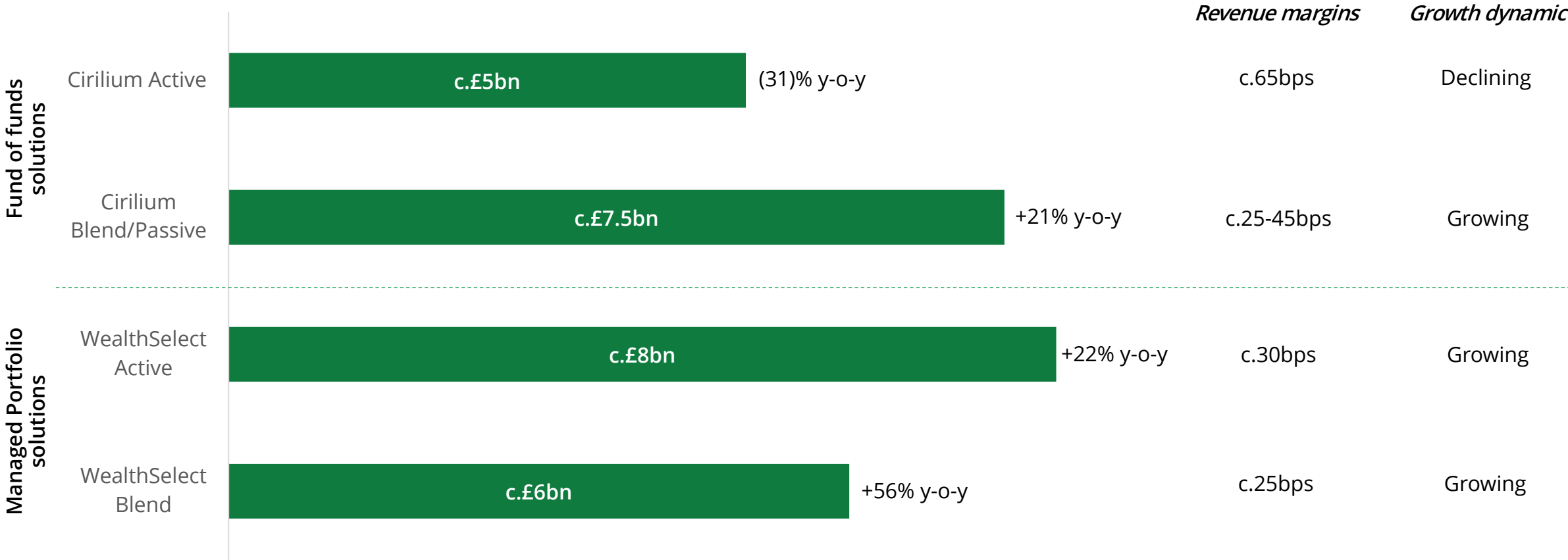
Discretionary MPS asset growth²
£bn



1. ISS Market Intelligence
2. NextWealth update June 2024

- 74% of all multi-asset industry gross flows in 2023 were channelled through MPS, with over 200 MPS providers tracked¹
- Market dynamics are increasing MPS uptake
 - Consumer Duty co-manufacturing rules resulting in increased outsourcing of investment propositions, as well as the need for consistent outcomes
 - Roles and responsibilities within Advice firms are evolving: fund selection and in-firm built solutions becoming a historical practice with newer entrants focused on financial planning
- Consumer Duty is anticipated to further accelerate growth in MPS on platform, as advisers look to focus on 'core' activities
- Drivers of MPS choice²:
 - Value/ cost effectiveness
 - Reduce risk to business
 - Flexibility
 - Multiple lines of stocks

Managed assets: continued strong growth of MPS solutions



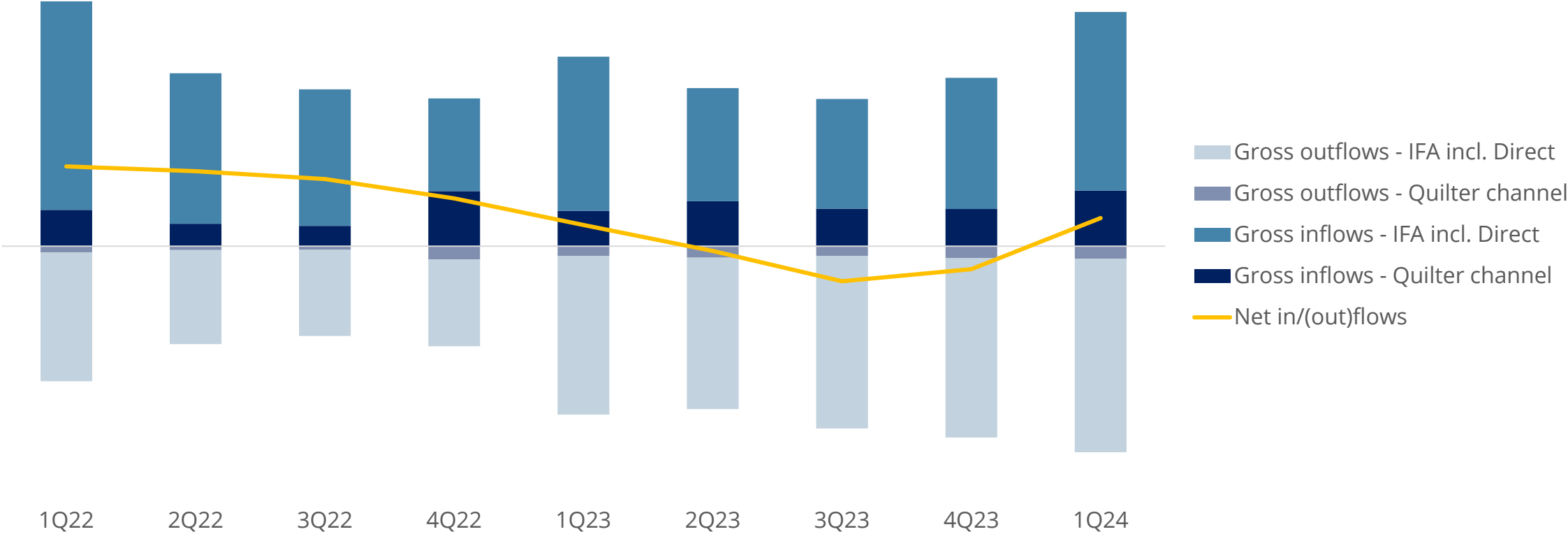
AuMA figures as at 31 March 2024; revenue margins depend on asset allocations and sub-mandates.



Andy McGlone
Chief Executive, Quilter Cheviot

Quilter

Flow trends: gross outflows remain elevated but gross inflows improving





Mark Satchel

Chief Financial Officer

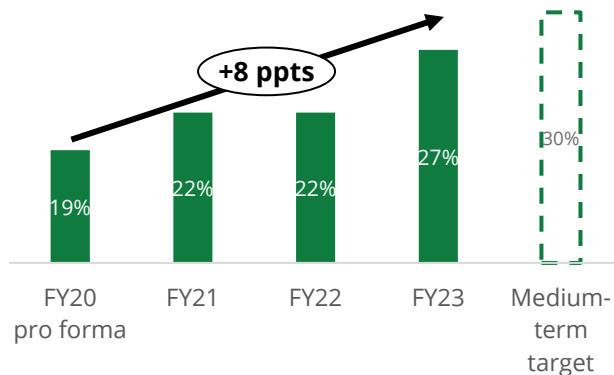
Priti Verma

Chief Risk Officer

Quilter

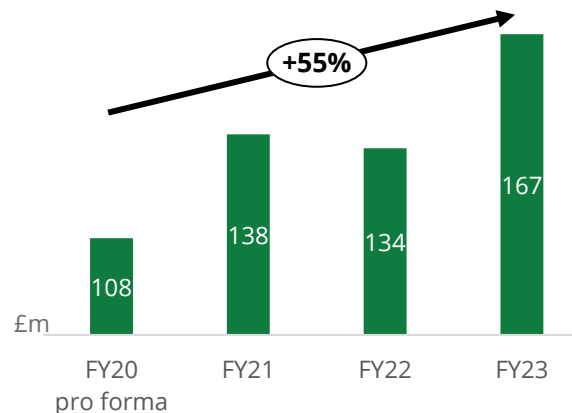
How we have performed since completing strategic reshaping

Operating margin



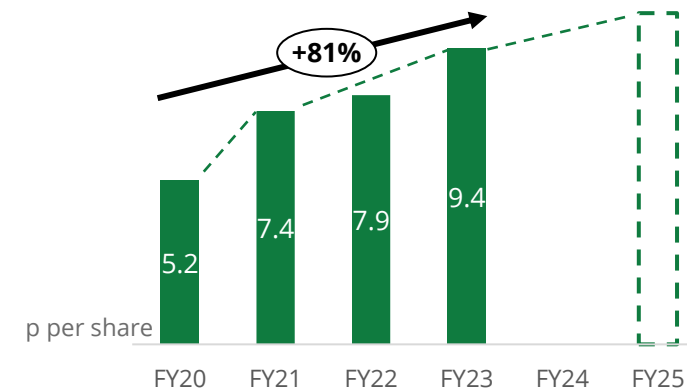
- Operating margin ahead of 2025 target
- Business model has scope for strong operating leverage
- Focused on 30% medium term target

Adjusted profit



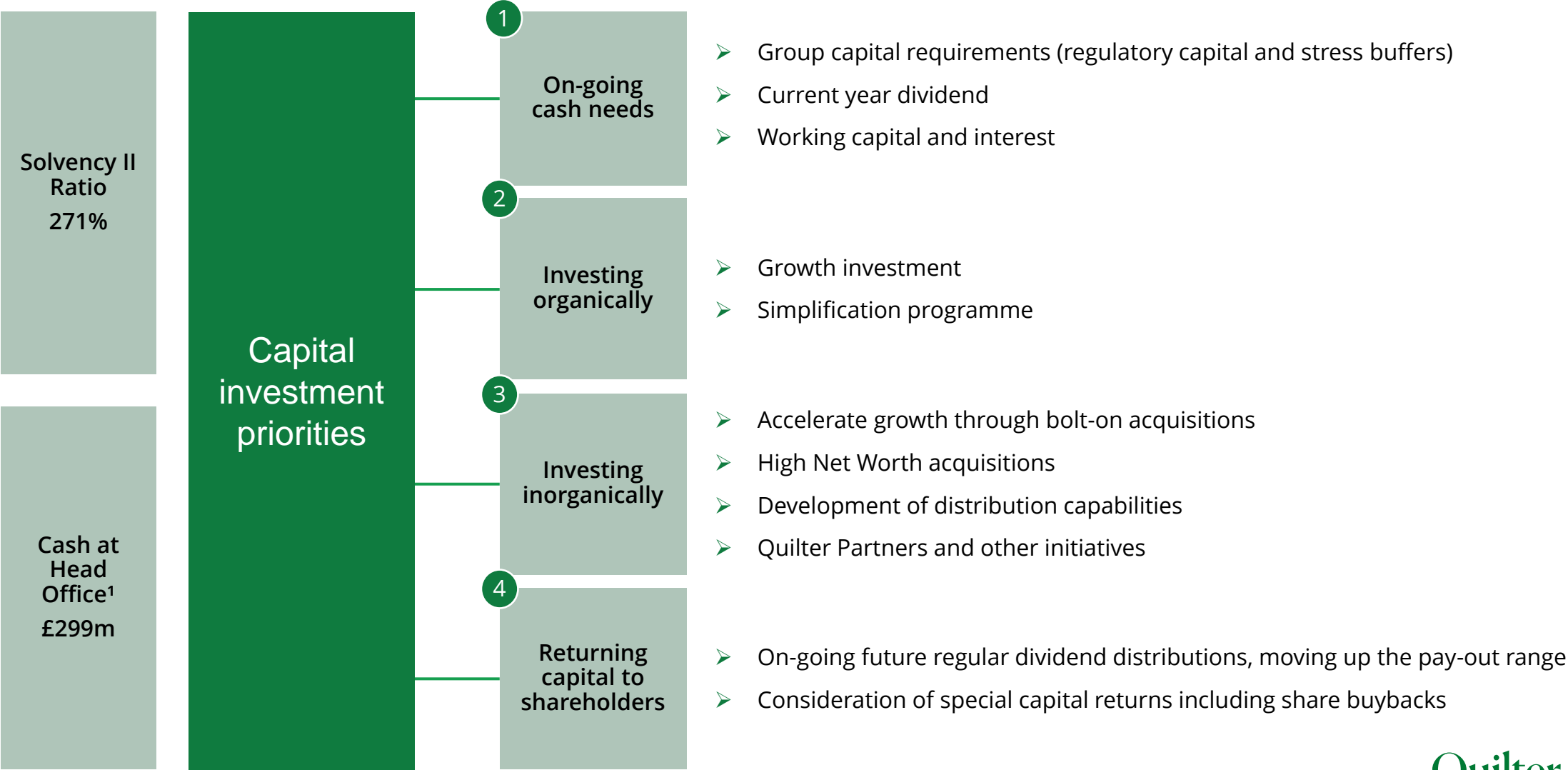
- Significant increase since sale of Quilter International
- Despite market declines in 2022
- and broadly flat average AuMA in 2023

Adjusted diluted EPS momentum: indicative trajectory



- EPS momentum supported by both
 - business performance and
 - share count reduction from capital returns

Efficient capital and balance sheet management



1. After payment of the FY23 recommended Final Dividend.

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